

Message Text

PAGE 01 DAMASC 02143 071035Z

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ACTION NEA-10

INFO OCT-01 ISO-00 EB-07 /018 W
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R 071012Z JUN 75

FM AMEMBASSY DAMASCUS

TO MR. CLIFF BAKER

THE H.K. FERGUSON COMPANY

ONE ERIEVIEW PLAZA

CLEVELAND, OHIO 44114

TELEX: 985542

TEL: 216/523-6607

INFO SECSTATE WASHDC 3657

USDOC WASHDC

AMEMBASSY BEIRUT

UNCLAS DAMASCUS 2143

USDOC FOR JULIAN HAMMOND SAD/OIM/BIC

USDOC FOR PETER HALE CAGNE/OIM/BIC

BEIRUT FOR RTDO

E.O. 11652: N/A

TAGS: BEXP, SY

SUBJ: DAMASCUS INTERNATIONAL FAIR

FROM AMBASSADOR MURPHY

DEAR MR. BAKER:

BASED ON MY OBSERVATION OF YOUR COMPANY'S EXCELLENT WORK
IN MAURITANIA, I ENCOURAGED BOTH WASHINGTON AGENCIES AND
SYRIAN MINISTERS TO HAVE H.K. FERGUSON VISIT SYRIA AND
PRESENT PROJECT PROPOSALS TO MEET THE DEMANDS OF THIS RAPIDLY
EXPANDING MARKET HERE. I WAS PLEASED TO MEET MR. MONTGOMERY
AND MR. MOJIAN IN MARCH AND AM NOW STRONGLY ENCOURAGED BY
MR. MOMJIAN'S RETURN WITH SIX H.K. FERGUSON PROPOSALS. I
CAN ASSURE YOU WE WILL BE DOING ALL WE CAN WITH SYRIAN
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MINISTERS TO FOCUS THEIR ATTENTION ON THESE EXCELLENT
PROJECT PROPOSALS.

WE ALSO HAVE EXPLAINED TO MR. MOMJIAN THE PURPOSES OF U.S.

GOVERNMENT PARTICIPATION IN THIS YEAR'S DAMASCUS INTERNATIONAL FAIR (JULY 25-AUGUST 20). THE FAIR AUTHORITY IS MOST EAGER TO HAVE AMERICAN PARTICIPATION AFTER OUR VERY SUCCESSFUL EXHIBITION LAST YEAR AND HAS CONSTRUCTED A NEW U.S. PAVILION AT AN EXCELLENT LOCATION ON THE FAIRGROUNDS. THE DEPARTMENT OF COMMERCE HAS HAD OUR EXHIBITION DIRECTOR HERE ALREADY FOR A MONTH SETTING UP THE EXHIBITION SYSTEM IN THE PAVILION.

THE SYRIAN MINISTER OF ECONOMY AND FOREIGN TRADE HAS SPECIFICALLY AND PERSONALLY ASKED ME TO ENCOURAGE PARTICIPATION BY U.S. FIRMS IN SPECIFIC SECTORS AND H.K. FERGUSON FITS THE BILL IN ALMOST ALL CASES FOR PROJECTS IN SYRIA. OUR NEW AID RELATIONSHIP HAS BEGUN WITH SYRIA AND THIS OFFICIAL A.I.D. ASSISTANCE SHOULD DEFINITELY ASSIST FIRMS SUCH AS YOURS ENTER THIS MARKET.

I BELIEVE H.K. FERGUSON'S PARTICIPATION IN THIS FAIR WILL DEFINITELY ENHANCE AND BROADEN THE SCOPE OF GOOD OPPORTUNITIES FOR FERGUSON ACTIVITIES IN SYRIA. I SINCERELY HOPE YOU WILL GIVE SERIOUS CONSIDERATION TO PARTICIPATING, PERHAPS ALONG WITH M & K AND IECO. I LOOK FORWARD TO HEARING FROM YOU. YOU MAY ALSO WISH TO INFORM THE DEPARTMENT OF COMMERCE'S CAGNE OFFICE, TEL. 202/967-5341. SINCERELY. /S/ RICHARD W. MURPHY, AMBASSADOR.
PELLETREAU

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